

# **EXHIBIT E**



**JARVIS & MANDELL LLC**  
**INTEGRATED PLANNING SOLUTIONS**

1875 CENTURY PARK EAST, SUITE 1550  
LOS ANGELES, CA 90067  
TEL: (310) 407-2850  
FAX: (310) 407-2801  
WWW.JARVISANDMANDELL.COM

November 12, 2002

## *HOW TO GUARANTEE DEATH BENEFIT WITH LINCOLN®*

300

With the present policy, you are GUARANTEED to have at least \$1,520,887 in cash fund value (Exhibit A) at the time you remove the policy from the retirement plan. With current assumptions, you will have \$1,624,933 of fund value (Exhibit B). Of course, you could have more than that if the interest rates go up and the investments of Lincoln Financial Group improve.

I ran a hypothetical "internal exchange" to Lincoln's GUARANTEED product. If you transfer fund value (there are no surrender charges with an internal exchange, so your entire fund value can be applied to the new product. As you will see, \$1,624,933 of fund value will GUARANTEE \$5,896,329 of death benefit for as long you or Lorraine live (Exhibit C).

This is only a reduction of death benefit from \$6.2 - \$6.4 million to \$5.89 million, but it removes all risk. I think this should be our plan.

When you combine this with the Mass Mutual policy with \$4 million guaranteed, we will take \$3 million of 80% taxable pension money and convert it to nearly \$10 million guaranteed.

I think this is a very desirable position for you and it should alleviate some of your fears.

Of course, we don't have to decide about the conversion for another two to three years. I just thought you would want to know the option exists.

Please call me at (310) 407-2818 or at (310) 890-1692 to discuss this further.

Sincerely,

Christopher R. Jarvis MPA

Registration Cap: \$100 million, and subsequent net proceeds, offered through MMG Investors Series, Inc., 1825 Century Park East, Suite 1300, Los Angeles, CA 90067, (310) 230-3900, or MMG Investors Series, Inc., 550 California Street, San Francisco, CA 94104, (415) 362-1000.

## EXHIBIT A



## LINCOLN SUL-IV PREMIUM LIFE

A LIFE INSURANCE ILLUSTRATION  
Flexible Premium Adjustable Life Policy

Prepared by Christopher R. Jarvis,  
SBA Jarvis & Mandell,  
LLC  
1875 Century Park East,  
#1380  
Los Angeles, CA 90067  
Tel: 310.407.2830  
Fax: 310.203.9240

Insureds: John Repicci

Age: 66

Sex: Male

Class: Non-Smoker

Lorraine Repicci

Age: 65

Sex: Female

Class: Non-Smoker

Initial Death Benefit:

\$23,600,000

Initial Death Benefit Opt.:

Level

Payment Mode:

Annual

Riders:

None

## Section C: Guaranteed Values

This section of the Lincoln SUL-IV illustration projects the guaranteed policy values based on your premium outlay schedule. To calculate the values, we use guaranteed 1980 CSO cost of insurance rates, guaranteed maximum expenses and a guaranteed minimum interest rate of 4.00%. Remember, this illustration is not a contract. The terms of the Policy constitute the actual agreement of coverage.

Year	Annual Premium Outlay	Guaranteed Basis Fund Value	Guaranteed Basis Surrender Value	Guaranteed Basis Death Benefit
1	600,000	309,215	0	23,600,000
2	600,000	1,017,890	76,940	23,600,000
3	600,000	1,520,887	622,887	23,600,000
4	0	1,460,490	606,240	18,750,000
5	0	1,370,498	560,748	18,750,000
6	0	1,334,050	569,525	6,250,000
7	0	1,284,858	566,258	6,250,000
8	0	1,219,665	547,390	6,250,000
9	0	1,134,329	509,329	6,250,000
10	0	1,023,817	446,392	6,250,000
11	0	884,405	355,055	6,250,000
12	0	706,656	226,056	6,250,000
13	0	482,304	51,379	6,250,000
14	0	201,095	0	6,250,000
15	*0*	*0*	*0*	*0*
16	*0*	*0*	*0*	*0*
17	*0*	*0*	*0*	*0*
18	*0*	*0*	*0*	*0*
19	*0*	*0*	*0*	*0*
20	*0*	*0*	*0*	*0*
21	*0*	*0*	*0*	*0*
22	*0*	*0*	*0*	*0*
23	*0*	*0*	*0*	*0*
24	*0*	*0*	*0*	*0*
25	*0*	*0*	*0*	*0*

NOTE: If "0" appears in the surrender value or fund value column, the premium outlay will no longer provide for a surrender value or fund value. "0" in the fund value column may indicate a negative number. If "\*0\*" appears in any of the above columns, the policy is lapsing without value.

LINCOLN LIFE &amp; ANNUITY COMPANY OF NEW YORK

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100 Madison St., Suite 1860, Syracuse, New York 13202-2222

November 12, 2002 12:11pm

Repicci 000026

EXHIBIT B



## LINCOLN SUL-IV PREMIUM LIFE

A LIFE INSURANCE ILLUSTRATION  
Flexible Premium Adjustable Life Policy

Prepared by Christopher R. Jarvis,  
KBA,  
Jarvis & Mandell,  
LLC  
1875 Century Park East,  
81550  
Los Angeles, CA 90067  
Tel: 310.467.2330  
Fax: 310.463.9246

Insured: John Repicci  
Age: 66  
Sex: Male  
Class: Non-Smoker

Beneficiary: John Repicci  
Age: 65  
Sex: Female  
Class: Non-Smoker

Initial Death Benefit: \$25,000,000  
Initial Death Benefit Opt.: Level  
Payment Mode: Annual  
Riders: None

## Section D: Projected Values

This ledger illustrates a specific payment and death benefit design using non-guaranteed assumptions. The benefits and values shown below are not guaranteed. The assumptions on which they are based are subject to change and actual results may be more or less favorable. See Section C for guaranteed values. Remember, this illustration is not a contract. The terms of the Policy constitute the actual agreement of coverage.

This ledger, including the Annual Premium Outlay, was produced using the Current basis. The Current interest rate is assumed to be 5.85% in all years. The Alternate interest rate is assumed to be 3.28% in all years. For additional information about assumptions, see Section E.

Year	Annual Premium Outlay	Current Basis Fund Value	Current Basis Surrender Value	Current Basis Death Benefit	Alternate Basis Fund Value	Alternate Basis Surrender Value	Alternate Basis Death Benefit
1	600,000	518,367	0	25,000,000	515,312	0	25,000,000
2	600,000	1,059,494	118,544	25,000,000	1,049,591	108,641	23,000,000
3	600,000	1,624,933	726,933	25,000,000	1,604,472	706,472	23,000,000
4	0	1,638,496	784,246	18,750,000	1,600,825	752,575	18,750,000
5	0	1,646,934	837,184	18,750,000	1,603,376	793,626	18,750,000
6	0	1,677,128	912,603	6,250,000	1,620,775	856,250	6,250,000
7	0	1,707,526	908,926	6,250,000	1,637,442	918,842	6,250,000
8	0	1,738,106	1,066,031	6,250,000	1,653,287	981,212	6,250,000
9	0	1,768,834	1,143,834	6,250,000	1,668,203	1,043,205	6,250,000
10	0	1,799,668	1,222,243	6,250,000	1,682,078	1,104,653	6,250,000
11	0	1,831,634	1,304,284	6,250,000	1,697,471	1,168,121	6,250,000
12	0	1,866,062	1,385,462	6,250,000	1,709,847	1,229,247	6,250,000
13	0	1,896,194	1,465,269	6,250,000	1,718,307	1,287,182	6,250,000
14	0	1,922,144	1,542,194	6,250,000	1,729,760	1,349,810	6,250,000
15	0	1,942,307	1,615,607	6,250,000	1,719,801	1,388,701	6,250,000
16	0	1,954,869	1,683,119	6,250,000	1,700,089	1,428,139	6,250,000
17	0	1,958,900	1,745,950	6,250,000	1,673,711	1,469,761	6,250,000
18	0	1,953,808	1,804,408	6,250,000	1,635,397	1,485,997	6,250,000
19	0	1,937,805	1,858,530	6,250,000	1,582,992	1,509,717	6,250,000
20	0	1,909,653	1,909,653	6,250,000	1,514,890	1,514,890	6,250,000
21	0	1,831,782	1,931,782	6,250,000	1,492,762	1,492,762	6,250,000
22	0	1,944,681	1,944,681	6,250,000	1,456,726	1,456,726	6,250,000
23	0	1,947,724	1,947,724	6,250,000	1,404,934	1,404,934	6,250,000
24	0	1,937,046	1,937,046	6,250,000	1,333,096	1,333,096	6,250,000
25	0	1,910,379	1,910,379	6,250,000	1,237,939	1,237,939	6,250,000

NOTE: If "0" appears in any of the above columns, the premium outlay will no longer provide guaranteed fund values, guaranteed surrender values and guaranteed death benefits.

LINCOLN LIFE &amp; ANNUITY COMPANY OF NEW YORK

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## LINCOLN SULPR-II

### A LIFE INSURANCE ILLUSTRATION

*Flexible Premium Adjustable Life Policy*

Prepared by: Christopher P. Davis,  
MBA  
Davis & Mendel,  
LLC  
1875 Century Park East,  
#1550  
Los Angeles, CA 90067  
(310) 467-2350  
Fax: (310) 467-4240

Insured: John Repicci  
Age: 65  
Sex: Male  
Class: Non-Smoker

Beneficiary: Lorraine Repicci  
Age: 68  
Sex: Female  
Class: Non-Smoker

Initial Death Benefit: \$5,896,329  
Initial Death Benefit Opt.: Level  
Payment Mode: Paid in  
Annual Premium: None

### Section C: Guaranteed Values

This section of the Lincoln SULPR-II illustration projects the guaranteed policy values based on your premium outlay schedule. To calculate the values, we use guaranteed cost of insurance rates, guaranteed maximum expenses and a guaranteed minimum interest rate of 4.00%. Remember, this illustration is not a contract. The terms of the Policy constitute the actual agreement of coverage.

Year	Annual Premium Outlay	Guaranteed Basis Fund Value	Guaranteed Basis Surrender Value	Guaranteed Basis Death Benefit
1	1,624,933	1,576,890	1,294,376	5,896,329
2	0	1,672,670	1,352,592	5,896,329
3	0	1,662,554	1,405,153	5,896,329
4	0	1,694,926	1,450,437	5,896,329
5	0	1,717,631	1,486,291	5,896,329
6	0	1,732,239	1,514,325	5,896,329
7	0	1,731,357	1,526,786	5,896,329
8	0	1,711,184	1,520,175	5,896,329
9	0	1,667,395	1,490,066	5,896,329
10	0	1,595,084	1,431,493	5,896,329
11	0	1,492,007	1,342,213	5,896,329
12	0	1,346,646	1,210,885	5,896,329
13	0	1,148,394	1,026,785	5,896,329
14	0	882,658	775,493	5,896,329
15	0	529,382	437,078	5,896,329
16	0	61,463	0	5,896,329
17	0	0	0	5,896,329
18	0	0	0	5,896,329
19	0	0	0	5,896,329
20	0	0	0	5,896,329
21	0	0	0	5,896,329
22	0	0	0	5,896,329
23	0	0	0	5,896,329
24	0	0	0	5,896,329
25	0	0	0	5,896,329

NOTE: If "0" appears in the surrender value or fund value column, the premium outlay will no longer provide for a surrender value or fund value. "0" in the fund value column may indicate a negative number. If "0" appears in any of the above columns, the policy is lapsing without value.

LINCOLN LIFE & ANNUITY COMPANY OF NEW YORK

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## LINCOLN SULPR-II

### A LIFE INSURANCE ILLUSTRATION Flexible Premium Adjustable Life Policy

Prepared by: Christopher R. Jarvis  
MBA  
Jacobs & Mandell,  
LLC  
1105 Century Park East,  
#1500  
Los Angeles, CA 90065  
Tel: (310) 452-2830  
Fax: (310) 452-2840

Insured: John Repicci  
Age: 69  
Sex: Male  
Class: Non-Smoker

Leaving Beneficiary  
58  
Female  
Non-Smoker

Initial Death Benefit: \$5,896,329  
Initial Death Benefit Opt: Level  
Payment Mode: Annual  
Rider(s): None

### Section C: Guaranteed Values

This section of the Lincoln SULPR-II illustration projects the guaranteed policy values based on your premium outlay schedule. To calculate the values, we use guaranteed cost of insurance rates, guaranteed maximum expenses and a guaranteed minimum interest rate of 4.00%. Remember, this illustration is not a contract. The terms of the Policy constitute the actual agreement of coverage.

Year	Annual Premium Outlay	Guaranteed Basis Fund Value	Guaranteed Basis Surrender Value	Guaranteed Basis Death Benefit
26	0	0	0	\$5,896,329
27	0	0	0	\$5,896,329
28	0	0	0	\$5,896,329
29	0	0	0	\$5,896,329
30	0	0	0	\$5,896,329
31	0	0	0	\$5,896,329
32	0	0	0	\$5,896,329
33	0	0	0	\$5,896,329
34	0	0	0	\$5,896,329
35	0	0	0	\$5,896,329
36	0	0	0	\$5,896,329
37	0	0	0	\$5,896,329
38	0	0	0	\$5,896,329
39	0	0	0	\$5,896,329
40	0	0	0	\$5,896,329
41	0	0	0	\$5,896,329
42	0	0	0	\$5,896,329
43	0	0	0	\$5,896,329
44	0	0	0	\$5,896,329
45	0	0	0	\$5,896,329
46	0	0	0	\$5,896,329
47	0	0	0	\$5,896,329
48	0	0	0	\$5,896,329

NOTE: If "0" appears in the surrender value or fund value column, the premium outlay will no longer provide for a surrender value or fund value. "0" in the fund value column may indicate a negative number. If "0" appears in any of the above columns, the policy is lapsing without value.

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